

**SANTA ANA DISTRICT OFFICE**  
**FY 2008 LENDER RANKINGS**  
**AS OF 1/31/08**



**TOP 3 LENDERS**

**#1 INNOVATIVE BANK**  
**97**  
**\$2,115,000**

**#2 BANK OF AMERICA, NA**  
**82**  
**\$2,506,400**

**#3 CDC SMALL BUSINESS**  
**FINANCE CORP.**  
**74**  
**\$44,809,000**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>INNOVATIVE BANK</b>	<b>97</b>	<b>\$2,115,000</b>	<b>\$21,804</b>
<b>2</b>	<b>BANK OF AMERICA, NATIONAL ASSOCIATION</b>	<b>82</b>	<b>\$2,506,400</b>	<b>\$30,566</b>
<b>3</b>	<b>CDC SMALL BUSINESS FINANCE CORPORATION</b>	<b>74</b>	<b>\$44,809,000</b>	<b>\$605,527</b>
4	WELLS FARGO BANK, NATIONAL ASSOCIATION	73	\$9,732,100	\$133,316
5	BANCO POPULAR NORTH AMERICA	71	\$6,535,700	\$92,052
6	WASHINGTON MUTUAL BANK	71	\$2,731,800	\$38,476
7	CAPITAL ONE BANK	41	\$1,835,000	\$44,756
8	EDF RESOURCE CAPITAL, INC.	39	\$26,188,000	\$671,487
9	U.S. BANK NATIONAL ASSOCIATION	32	\$2,153,000	\$67,281
10	SOUTHLAND ECONOMIC DEVELOPMENT CORPORATION	19	\$15,559,000	\$818,895
11	CITIBANK, N.A.	18	\$2,290,000	\$127,222
12	CALIFORNIA BANK & TRUST	14	\$2,824,800	\$201,771
13	COMERICA BANK	11	\$4,079,600	\$370,873
14	CIT SMALL BUSINESS LENDING CORPORATION	11	\$4,006,000	\$364,182
15	MORTGAGE CAPITAL DEVELOPMENT CORPORATION	10	\$7,617,000	\$761,700
16	BORREGO SPRINGS BANK, N.A.	10	\$1,518,000	\$151,800
17	CENTER BANK	9	\$4,272,500	\$474,722
18	CAPITAL ONE, NATIONAL ASSOCIATION	9	\$360,000	\$40,000
19	UNION BANK OF CALIFORNIA, N.A.	9	\$210,000	\$23,333
20	TEMECULA VALLEY BANK	8	\$8,866,000	\$1,108,250
21	EAST WEST BANK	8	\$1,627,000	\$203,375
22	BUSINESS LOAN CENTER, LLC	8	\$290,000	\$36,250
23	METROPACIFIC BANK	7	\$2,963,500	\$423,357
24	FULLERTON COMMUNITY BANK, FSB	7	\$2,930,100	\$418,586
25	SUPERIOR FINANCIAL GROUP, LLC	7	\$60,000	\$8,571
26	ENTERPRISE FUNDING CORPORATION	6	\$3,528,000	\$588,000
27	PACIFIC COAST NATIONAL BANK	6	\$3,260,400	\$543,400
28	SOUTH COUNTY BANK, NATIONAL ASSOCIATION	6	\$2,435,000	\$405,833
29	SECURITY BANK OF CALIFORNIA	6	\$1,350,000	\$225,000
30	FIRST BANK	6	\$334,900	\$55,817
31	PACIFIC CAPITAL BANK, NATIONAL ASSOCIATION	5	\$2,242,000	\$448,400
32	CITIZENS BUSINESS BANK	5	\$1,746,446	\$349,289
33	PACIFIC PREMIER BANK	5	\$1,300,000	\$260,000
34	PACIFIC CITY BANK	5	\$1,012,500	\$202,500
35	GATEWAY BUSINESS BANK	5	\$871,800	\$174,360
36	COMMONWEALTH BUSINESS BANK	5	\$722,000	\$144,400
37	US METRO BANK	4	\$3,300,000	\$825,000
38	AMERICAN CONTINENTAL BANK	4	\$3,126,000	\$781,500
39	NARA BANK	4	\$2,335,000	\$583,750
40	FIRST CALIFORNIA BANK	4	\$1,920,000	\$480,000
41	BRIDGE BANK, NATIONAL ASSOCIATION	4	\$1,780,500	\$445,125
42	MIRAE BANK	4	\$1,441,000	\$360,250
43	INLAND COMMUNITY BANK, NATIONAL ASSOCIATION	4	\$530,000	\$132,500
44	GILMORE BANK	3	\$3,960,000	\$1,320,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
45	SECURITY PACIFIC BANK	3	\$3,757,800	\$1,252,600
46	WACHOVIA SBA LENDING, INC.	3	\$2,892,900	\$964,300
47	HANMI BANK	3	\$2,340,000	\$780,000
48	CALIFORNIA STATEWIDE CERTIFIED DEVELOPMENT CORPORA	3	\$1,791,000	\$597,000
49	EXCEL NATIONAL BANK	3	\$1,264,300	\$421,433
50	ALLIANCE BANK	3	\$1,006,200	\$335,400
51	COMMUNITY SOUTH BANK D.B.A COMMUNITY SOUTH	3	\$857,000	\$285,667
52	COMMERCEWEST BANK, N.A.	3	\$775,000	\$258,333
53	WILSHIRE STATE BANK	3	\$515,000	\$171,667
54	RABOBANK, NATIONAL ASSOCIATION	3	\$201,000	\$67,000
55	SOUTHLAND CREDIT UNION	3	\$150,000	\$50,000
56	CITY NATIONAL BANK	2	\$3,500,000	\$1,750,000
57	LEHMAN BROTHERS BANK, FSB	2	\$1,963,500	\$981,750
58	SAEHAN BANK	2	\$1,172,500	\$586,250
59	NATIONAL BANK OF CALIFORNIA	2	\$1,124,000	\$562,000
60	AMERICAS UNITED BANK	2	\$1,118,000	\$559,000
61	BUSINESS LENDERS, LLC	2	\$757,000	\$378,500
62	COMMUNITY BANK	2	\$596,000	\$298,000
63	PACIFIC WESTERN BANK	2	\$443,300	\$221,650
64	UNITED COMMERCIAL BANK	2	\$330,000	\$165,000
65	WACHOVIA BANK, NATIONAL ASSOCIATION	2	\$298,000	\$149,000
66	PACIFIC MERCANTILE BANK	2	\$275,000	\$137,500
67	CALIFORNIA OAKS STATE BANK	2	\$250,000	\$125,000
68	FRONTIER BANK, FSB	2	\$175,000	\$87,500
69	PFF BANK & TRUST	2	\$145,000	\$72,500
70	ZIONS FIRST NATIONAL BANK	2	\$100,000	\$50,000
71	MOUNTAIN 1ST BANK & TRUST COMPANY	1	\$2,000,000	\$2,000,000
72	PREMIER COMMERCIAL BANK, NATIONAL ASSOCIATION	1	\$1,860,000	\$1,860,000
73	UNITED PACIFIC BANK	1	\$1,450,000	\$1,450,000
74	ORANGE COUNTY'S CU	1	\$960,000	\$960,000
75	DISCOVERY BANK	1	\$900,000	\$900,000
76	UPS CAPITAL BUSINESS CREDIT	1	\$868,000	\$868,000
77	SEACOAST COMMERCE BANK	1	\$652,000	\$652,000
78	GREATER BAY BANK, NATIONAL ASSOCIATION	1	\$620,000	\$620,000
79	FIRST STANDARD BANK	1	\$450,000	\$450,000
80	BANK OF ESCONDIDO	1	\$418,500	\$418,500
81	1ST COMMERCE BANK	1	\$375,000	\$375,000
82	LOS ANGELES COUNTY SMALL BUSINESS DEVELOPMENT CORP	1	\$325,000	\$325,000
83	UNITED CENTRAL BANK	1	\$320,000	\$320,000
84	ARROWHEAD CENTRAL CU	1	\$307,000	\$307,000
85	COMMERCE BANK, NATIONAL ASSOCIATION	1	\$297,000	\$297,000
86	MISSION OAKS NATIONAL BANK	1	\$262,000	\$262,000
87	YELLOWSTONE BANK	1	\$252,500	\$252,500
88	VINEYARD BANK, NATIONAL ASSOCIATION	1	\$250,000	\$250,000
89	CALIFORNIA BUSINESS BANK	1	\$250,000	\$250,000
90	CELTIC BANK CORPORATION	1	\$200,000	\$200,000
91	VISION ONE CU	1	\$183,000	\$183,000
92	GBC INTERNATIONAL BANK	1	\$150,000	\$150,000
93	PACIFIC ENTERPRISE BANCORP	1	\$150,000	\$150,000
94	COMMERCIAL BANK OF CALIFORNIA	1	\$150,000	\$150,000
95	ALTURA CU	1	\$150,000	\$150,000
96	LA JOLLA BANK, FSB	1	\$130,000	\$130,000
97	AMPAC TRI STATE CDC	1	\$102,000	\$102,000
98	MERRILL LYNCH BANK & TRUST CO., FSB	1	\$100,000	\$100,000
99	INTERNATIONAL CITY BANK, NATIONAL ASSOCIATION	1	\$90,000	\$90,000
100	WASHINGTON FIRST INTERNATIONAL BANK	1	\$50,000	\$50,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
101	WASHINGTON STATE BANK	1	\$50,000	\$50,000
102	COMMUNITY BANK OF NEVADA	1	\$50,000	\$50,000
103	PREMIER AMERICA CU	1	\$10,000	\$10,000
	<b><i>TOTALS:</i></b>	<b><i>932</i></b>	<b><i>\$237,454,546</i></b>	<b><i>\$254,780</i></b>